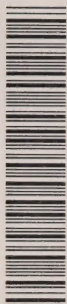


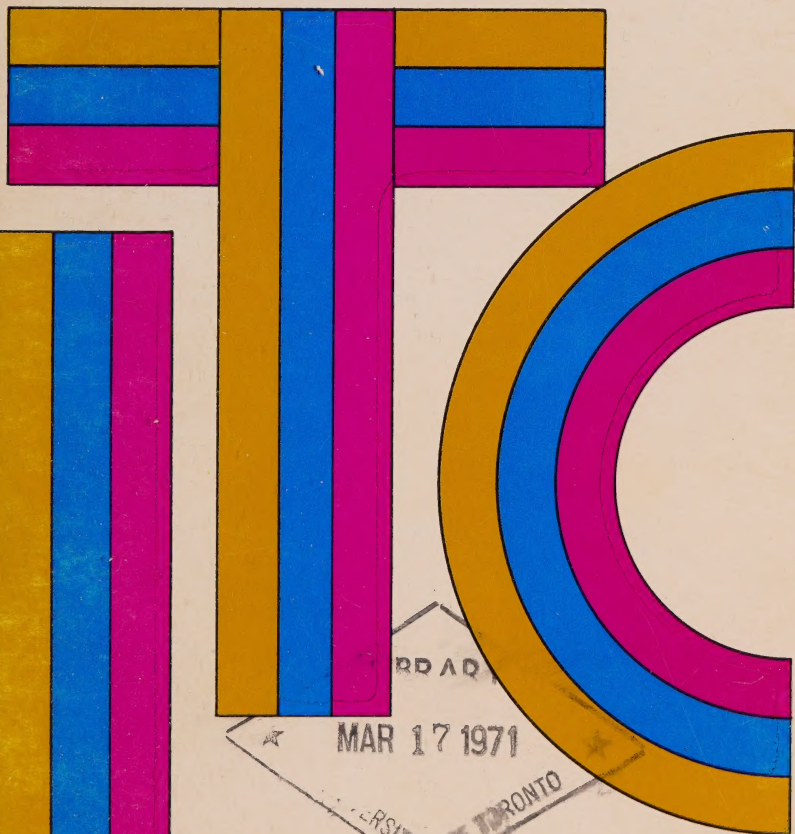
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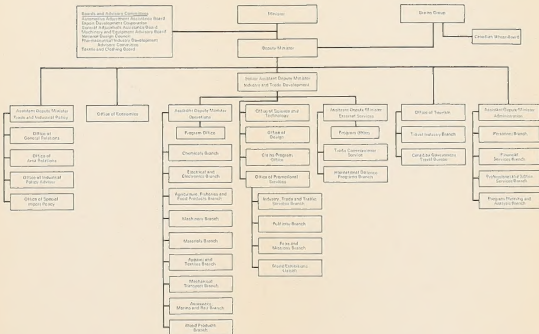


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Industry, Trade and Commerce at Your Service

JANUARY 1971

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A True Partnership

The fastest growing commodity in the world today is scientific and technological information. It doubles every ten years. The pace may even accelerate in the future. The countries which keep ahead in science and technology will achieve the highest rates of economic growth.

If Canada is to remain among the leading industrial nations we must apply the results of science and technology to the development of new products and processes which can be exploited in domestic and world markets.

The first priority of the Department of Industry, Trade and Commerce is to help the Canadian industrial and business community to take advantage of these new scientific and technological advances. Whether you run a small business or head a large corporation, the Department can help you improve your product or services, increase your productivity and expand your market at home and abroad.

Established on April 1, 1969, as a result of the merger of the Departments of Trade and Commerce and of Industry, the Department has responsibility for stimulating the establishment, growth and efficiency of the manufacturing, processing and tourist industries in Canada, and also for the development of export trade and external trade policies.

To achieve these goals, the Department of Industry, Trade and Commerce offers assistance to its partners — the Canadian businessman and industrialist — through a wide variety of programs and services. At each phase of the product cycle — from research, development and design through production to marketing — the Department stands equipped and ready to help with expert advice and information and even with financial assistance.

This booklet outlines the services of the Department and tells how you may avail yourself of them. If you require further details on the Department's organization, services and programs, please contact our headquarters in Ottawa or any of our eight regional offices which are located in Vancouver, Edmonton, Regina, Winnipeg, Toronto, Montreal, Halifax and Fredericton (see page 36).

Incentive Programs

Research, Development and Innovation

The rapid rate of technological change, product diversification and changing demand patterns makes it imperative that Canadian industry constantly develop and innovate if, in today's dynamic world, Canada is to move forward and remain in the ranks of the industrialized nations.

A key responsibility of the Department of Industry, Trade and Commerce is to assist manufacturing and processing industries to exploit the opportunities provided by new technology and to adapt to changing conditions in domestic and export markets, through the development of improved industrial design. To achieve these goals the Department administers four incentive programs — IRDIA, PAIT, DIP and IDAP — designed specifically to stimulate greater product research, development and innovation. These are dovetailed with six other incentive programs to form a cohesive unit of ten programs aimed at increasing productivity and expanding the market for Canadian goods at home and abroad.

IRDIA

The Industrial Research and Development Incentives Act (IRDIA) is designed to encourage firms to expand their scientific research and development in Canada.

Under this program the Department makes a tax free cash grant of 25 per cent of all capital expenditures for scientific research and development in Canada, and a grant of 25 per cent of the increase in current expenditures in Canada for scientific research and development over the average of such expenditures during the preceding five years.

To qualify for assistance under IRDIA, a corporation must be prepared to exploit the results of the research and development work in Canada; and it must be free to market the product in all countries of the world.

Mailing Address: IRDIA Program Office
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

PAIT

Under the terms of the Program for the Advancement of Industrial Technology (PAIT), a company wishing to undertake a specific development project, but hesitant to do so because of the risk or uncertainty involved, may apply to the Department for assistance. If the project is considered to involve a significant advance in technology, with good prospects for commercial exploitation, the Department will pay

50 per cent of the development costs.

An interested company must take the initiative in proposing development projects; and, if successful, it is responsible for the subsequent direction and execution of the development work. The title to all patents, designs, and other technical data remains with the company concerned.

Mailing Address: PAIT Program Office
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

DIP

The Department administers a second program supporting specific projects suggested by industry. The Defence Industry Productivity Program (DIP) is designed to develop and sustain the technological capability of the Canadian defence industry with a view to potential civil and military export sales.

Costs of selected projects are shared by the Department and the firm concerned and, in some instances, by the governments of other NATO countries. The form and amount of the assistance depend on the needs of the company concerned and on the potential of the project.

Mailing Address: Program Office, External Services
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

IDAP

Closely related to the foregoing incentive programs is the Industrial Design Assistance Program (IDAP). Its primary objective is to strengthen the competitive position of Canadian industry through improvement in the design quality of its products. It also aims at creating in Canada an environment which will attract and retain industrial design talent.

All companies or groups of companies incorporated in Canada are eligible for financial assistance under this program. The groups of companies may be organized as consortia or by trade associations. The Department will provide up to 50 per cent of the industrial design operational and administrative costs. No repayment is required, but the company must design and produce the products in Canada and market the results within an agreed period of time.

Mailing Address: IDAP Program Office
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

These four programs are direct financial incentive programs designed to stimulate research, development and innovation in Canadian industry. Other assistance programs of the Department help Canadian businessmen to take advantage of new

trading opportunities offered by modified commercial environments or to adjust to these environments.

Adjustment Assistance Programs

Canada's participation in the Canada-United States Production Sharing Agreement, the Canada-United States Auto Pact and the Kennedy Round Tariff Agreement significantly altered the international commercial environment for many sectors of Canadian industry, mainly by offering trading opportunities previously prohibited by tariff barriers.

To take advantage of the new opportunities offered by these agreements and by technological advances, or to avoid being adversely affected by the new commercial environment, some Canadian firms have had to re-equip or expand or completely restructure their operations.

To help those firms which might need financial assistance, the Department developed, in co-operation with the business and financial communities, two new programs — AAA and GAAP — and expanded a third — DIP (described on page 6). A fourth program — PIDA — is aimed at helping the pharmaceutical industry to restructure so as to keep up with changes in technology.

AAA

Under the Automotive Adjustment Assistance Program (AAA), a Board was established in 1965 to serve as a direct lender to manufacturers of original equipment automotive parts, tooling or specified commercial vehicles, or suppliers of material, who might be affected by the Canada-United States Automotive Agreement.

To assist automotive parts producers to re-equip as quickly as possible to meet model change-over schedules and to fulfil contract obligations, the program offers a tariff remission scheme. On the recommendation of the Board, up to 99 per cent of the duty on imported production machinery and equipment may be remitted if such machinery is not available from Canadian producers in time to meet production schedules.

Mailing Address: Automotive Adjustment Assistance Board
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

GAAP

The General Adjustment Assistance Program (GAAP), established in 1968, assists manufacturers to restructure their operations, either to take advantage of export opportunities arising out of the Kennedy Round Tariff Agreement or to improve their competitive position if they have been, or are likely to be, seriously affected by the resultant reduction in the Canadian tariff.

To be eligible for assistance, a firm must be a manufacturer in Canada, be affected by the Kennedy Round or be in the textile or clothing industries, and be unable to obtain the required financing on reasonable terms.

The program is administered by a General Adjustment Assistance Board on which both private industry and government are represented.

Assistance is available in three forms: government insurance against the risk of loans approved by the Board and made by private lenders for the purpose of financing viable restructuring projects; direct government loans to eligible applicants in special cases; and grants covering up to 50 per cent of cost to manufacturers who require outside consulting assistance to develop restructuring proposals.

Mailing Address: General Adjustment Assistance Office
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

DIP

The Defence Industry Productivity Program (DIP), in addition to aiding research and development as previously described, assists industry to take advantage of the trading opportunity provided by the Canada-United States Production Sharing Agreement of 1959, under which Canadian industry can freely compete with its U.S. counterpart in offering supplies to the U.S. Department of Defence and its contractors.

Under the expanded program, Canadian companies may receive funds to acquire new equipment required for plant modernization, to increase capacity to produce component parts and materials.

Mailing Address: Program Office, External Services
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

PIDA

The Pharmaceutical Industry Development Assistance Program (PIDA) is designed to increase the efficiency of the smaller pharmaceutical firms. The program assists firms to improve their competitive position in domestic and export markets. Direct loans at commercial interest rates are available to individual companies, or groups of companies, that submit suitable plans for expansion, merger or reorganization. To be acceptable, plans must show that prescription drugs will be manufactured and then marketed at lower prices.

Mailing Address: PIDA Program, Chemicals Branch
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

Special Programs

In addition to the preceding seven programs, the Department has three incentive programs to meet specific needs. These are MACH, BEAM and SCRS. (The Department may also, under certain circumstances, assist Canadian manufacturing and processing companies by supporting studies to determine the feasibility of projects designed to enhance their overall productivity or efficiency.)

MACH

The Machinery Program (MACH), which came into effect January 1, 1968, is a major element in the Department's effort to promote efficient expansion of secondary industry in Canada. It fosters the expansion and efficiency of Canadian manufacturing by providing a reasonable measure of tariff protection to machinery producers, and by enabling machinery users to acquire capital equipment at the lowest possible cost through remission of duty on imported equipment not available from Canadian production.

Mailing Address: Machinery and Equipment Advisory Board
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

BEAM

The Building Equipment, Accessories and Materials Program (BEAM), developed in response to representations from many groups in the construction industry, has the overall aim of increasing productivity and efficiency in the manufacture and use of building equipment, accessories and materials. It has six main objectives:

1. Establishment of a comprehensive National Construction Information System to provide the industry with a means for storing, retrieving and disseminating information vital to the conduct of its business.
2. Encouragement of modular dimensional standardization and co-ordination.
3. Encouragement of accelerated industrialization of the building process through an understanding and application of the systems approach to building concept.
4. Development and expansion of export markets for Canadian buildings, building components and building expertise.
5. Promotion of nationwide acceptance and use of the National Building Code, and adoption of more adequate standards and improved means of assessing new products and systems.
6. Encouragement of building design excellence, through awards programs, research, development and innovation.

The assistance available under this program is technical and promotional in nature rather than financial.

Mailing Address: BEAM Program, Materials Branch
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

SCSR

Under the Ship Construction Subsidy Regulations (SCSR), a schedule of subsidy payments of 25 per cent on ship construction was introduced on January 1, 1966. The schedule applies to vessels built in Canada for Canadian owners and Canadian registry. The program is intended to provide protection to the shipbuilding industry by means of subsidies commensurate with the protection given to other industries through tariff, and to encourage rationalization of the industry. The schedule provides for subsidy reductions of one-half of one per cent every three months, beginning June 1, 1969, until a subsidy of seventeen per cent is reached for commercial vessels (other than fishing vessels) completed on or after March 1, 1973. The rate of subsidy on fishing vessels remains at 35 per cent.

Mailing Address: Aerospace, Marine and Rail Branch
Department of Industry, Trade and
Commerce
Ottawa 4, Canada

These 10 programs described above are the main agencies — but by no means the only ones — through which the Department of Industry, Trade and Commerce helps Canadian industry to keep abreast of technology and to innovate, develop and manufacture products that satisfy domestic demand and compete successfully in the international market-place. A number of other agencies of the Department are constantly at the service of the Canadian businessman, not only to help him improve his product and services, but also to assist him in marketing them at home and abroad.

Marketing

The prime points of contact between businessmen and the Department are its nine industry sector branches: *Aerospace, Marine and Rail; Agriculture, Fisheries and Food Products; Apparel and Textiles; Chemicals; Electrical and Electronics; Machinery; Materials; Mechanical Transport; and Wood Products.*

The services offered by these industry sector branches (all aimed ultimately at facilitating marketing) include:

- feasibility studies to determine the viability of opportunities in industry;

- relative efficiency studies to determine the competitive potential, regionally and internationally, of an industry;
- technical and statistical information;
- advice about legislation.

The branches also work with industry and various government agencies to establish standards.

In addition, they encourage and assist industry to participate in foreign trade fairs and missions, and scan potential world markets for needed industrial products mainly through the Department's Trade Commissioner Service, an agency of vital importance to the Canadian exporter.

Trade Commissioner Service

The Trade Commissioner Service promotes Canada's export trade and protects its commercial interests abroad. Its purpose is to gain and maintain foreign markets for Canadian products.

Through its 75 trade offices in 54 countries it acts as an export market consultant, secures market and credit information and brings together foreign buyers and Canadian sellers.

It can supply up-to-date information on export opportunities, terms of payment, tariffs, and import and exchange controls. It also maintains direct contact with individual companies abroad.

If your firm is interested in developing a market abroad, the foreign-based Canadian trade commissioner can give you information on:

- a) whether a particular commodity, or one like it, is in use in the area;
- b) who uses it and for what purpose;
- c) whether the country's requirements are met by local production, by imports or by both;
- d) the probable reason why a particular commodity may not be in use, and the possibilities and manner of developing a market for it.

Trade commissioners return periodically for scheduled tours of Canada. Interested exporters and importers are informed in advance of these visits so that appointments can be arranged to discuss export and import problems.

Businessmen wishing to meet these officers may arrange to do so by contacting the Trade Commissioner Service at headquarters in Ottawa, one of the Department's eight regional offices (see page 36) or the local Chamber of Commerce or Board of Trade.

Regional Offices

The Department maintains eight regional offices strategically located in commercial capitals across Canada to serve as focal points of contact with business and industry. The officers manning these posts are qualified to advise on the services

available from the Department to improve the Canadian economic environment through increased productivity, and to promote Canadian products at home and abroad.

The regional officers regularly tour their areas of responsibility to keep abreast of local problems and potentials. They work closely with trade and industry associations and with provincial and local governments. They provide a wide range of services to businessmen and industrialists including advice on the Department's industrial incentive programs and information on domestic and export market possibilities. (For a complete listing of regional offices, see page 36.)

Trade Fairs and Missions

As an effective means of promoting the sale of Canadian products and services in overseas markets, the Department, on the recommendation of its industrial development officers and its trade commissioners, sponsors participation of Canadian companies in selected international trade fairs.

Canadian businessmen contemplating overseas sales promotion often encounter serious barriers of distance, language and lack of knowledge of the foreign market. The Department's incoming and outgoing trade mission programs overcome these difficulties by bringing buyers and sellers together through a planned approach.

Export and Import Permits Division

The Export and Import Permits Division ensures an adequate supply and distribution in Canada of goods considered necessary for defence or other needs. It also guarantees the best possible supply and distribution of imported goods which are scarce in world markets.

In addition, this Division advises exporters on interpretation and requirements of the Export Control List and Regulations. It implements several Acts designed to support the price of various articles and explains the import regulations to Canadian importers.

Two other services provided by this Division, in co-operation with the Trade Commissioner Service, are of vital importance to exporters.

A Canadian exporter naturally wants to know about the credit worthiness and business reputation of a prospective buyer in a foreign country. The Department can help him by asking trade commissioners for a confidential report on any foreign firm. The exporter is then able to determine the terms of sale and the extent to which credit can be given.

On the other hand, in order that reliable Canadian exporters may be known to trade commissioners abroad, the Department maintains a confidential Exporters' Directory of Canadian firms and their products.

Exporters who have not yet applied for a listing in this directory are urged to do so now, so that trade commissioners may have the information readily available when recommending firms to potential foreign buyers.

Office of Area Relations

The Office of Area Relations maintains an up-to-date record of all foreign import controls and can advise businessmen on how these might affect their commodities. It supplies exporters with details of rates of duty, import restrictions, documentation requirements and other foreign government measures which affect Canadian exports. The Office also provides businessmen with information on economic and trading conditions in all parts of the world and helps them to plan visits to these markets.

Promotion

Strong promotional efforts support these activities of the Department at home and abroad. In Canada, industrial and trade development programs and activities are widely publicized. Internationally, foreign trade promotion programs are developed to stimulate consumer acceptance of Canadian products and services and create a demand for them.

Publicity Branch

Various communication techniques are employed to inform the business community and the general public about incentive programs and the many services available from the Department, and to promote the sale of Canadian products and services in foreign countries. Ministerial speeches and statements, news releases, radio tapes and film clips about the activities of the Department are issued to the news media by the Publicity Branch. Information officers also supervise the production of films for both Canadian and foreign consumption, prepare publications on departmental programs and services, and publicize export success stories and new products developed by Canadian firms as a result of various financial incentive programs.

Foreign Trade, published bi-weekly in English, and *Commerce extérieur*, the monthly French edition, contain articles about export opportunities, departmental services available to exporters, changing conditions in foreign markets and the terms of access to them. Subscriptions to either publication may be obtained by writing to the Publishing Division, Information Canada, Ottawa 4, Ontario.

The International Division comprises a group of trade publicity officers, each responsible for the promotion of a number of commodities in selected market areas. Their activities include the provision of publicity material to foreign news media and the placement of advertising in foreign publications to support Canadian goods displayed at trade fairs. They co-operate

closely with trade commissioners and supply them with promotional material for distribution to businessmen in their territories.

Canada Courier, a tabloid size newspaper, is published in seven editions in six languages and is mailed to potential buyers of Canadian products. It has a world-wide circulation of approximately 200,000.

Commodity booklets, trade fair brochures, industry studies and technical reports are also produced by the Publicity Branch.

FASHION/CANADA and the Textile and Clothing Board

A new Textile Policy proposed to Parliament by the Minister of Industry, Trade and Commerce on May 14, 1970, is designed to protect the Canadian textile and clothing industries against disruptive competition and to provide them with positive inducements to adjust, restructure, and make optimum use of new technology, creative research and improved design.

The policy envisages a threefold approach to assistance and protection:

- 1) *Commercial Policy Measures*, including rationalization of the textile tariff, more effective use of the anti-dumping or countervail legislation, modifications in the administration of the Customs and Statistics Acts and amendment of these Acts, and adoption of "low-cost" import measures including establishment of a *Textile and Clothing Board* to help implement the policy;
- 2) *Financial Support Measures*, including amendment of the General Adjustment Assistance Program (GAAP) to broaden its coverage of the textile and clothing industries, and financial assistance to industry workers affected by dislocation brought about by implementation of the new policy;
- 3) *Technical and Promotional Support* in the form of:
 - a) Development and Productivity Centres (organized in co-operation with Canadian universities and textile schools) to assist the textile and clothing industries in deriving the full benefits of new technology and new products;
 - b) A fashion/design assistance program (FASHION/CANADA); and
 - c) Additional support for the promotion of textile and clothing exports by means of shows, fairs, displays, missions, etc.

The FASHION/CANADA program, developed in co-operation with major industry associations and provincial governments and announced on April 30, 1970, is aimed at fostering greater

design creativity in Canadian fashion products to improve their competitive position in domestic and export markets, and at providing an environment which will encourage and retain Canadian fashion design talent. The Department of Industry, Trade and Commerce shares the cost of the promotional campaigns of this program with industry.

The Textile and Clothing Board was established on November 5, 1970, as an important element in the implementation of the new textile policy. Its functions include making recommendations to the Department regarding special measures for protecting Canadian textile and clothing manufacturers against disruptive import competition.

Office of Tourism

The Office of Tourism comprises, in addition to a General Directorate, the Canadian Government Travel Bureau and the Travel Industry Branch. Both agencies work to ensure that the Canadian tourist industry makes the optimum contribution to national prosperity.

The *Canadian Government Travel Bureau* promotes travel within Canada by both residents and non-residents and coordinates its foreign promotional activities with those of provincial agencies and private interests.

The *Travel Industry Branch* is interested primarily in the domestic travel industry. It studies and makes recommendations concerning Canada's capacity to receive and satisfy travellers (whether visitors or residents), the domestic travel industry as a sector of the Canadian economy and its needs for efficient growth and development. The Branch also studies and evaluates international travel developments, the programs and plans of international organizations concerned with tourism and the policies and practices of foreign countries in regard to their travel industries, to see whether they have significance for the Canadian tourist industry. The Branch works closely with other federal departments and agencies as well as provincial authorities concerned with tourism, and also with the private sector of Canadian tourism.

Other Services of the Department

Brief descriptions of other services of interest to Canadian businessmen are listed alphabetically below.

Buying Connections

Businessmen may obtain assistance from the Department in contacting foreign buyers. Trade commissioners continually

report inquiries received from buyers in their areas and, upon request, will endeavour to find sales outlets for any Canadian firm with export sales potential.

Claims Assistance

Occasionally, a dispute may develop over some phase of a transaction between a foreign buyer and a Canadian seller. Trade commissioners are always willing to investigate such disputes and to offer recommendations for settlement.

Export Techniques

Export sales require different techniques from those employed in the domestic market. Channels of distribution, pricing, shipping, documentation, packaging, payment terms, advertising, and insurance against credit risks in export sales are factors that must be considered by firms engaged in export trade.

A publication of the Department entitled *How to Win World Markets* and dealing with most aspects of export trade is available from Information Canada at a cost of \$2.50 for the paperback edition and \$4.50 for the hardcover. A French version is also available at the same prices.

Foreign Representatives

The Department will help an interested Canadian firm to appoint a representative in any foreign country. A company wishing to establish such a connection abroad should contact the appropriate industry sector branch and supply information on its products or services. Trade commissioners will subsequently approach potential agents in their territories.

Names of prospective agents — together with credit and other information, and recommendations by the trade commissioners involved as to the suitability of these agents — will be passed on to the Canadian firm.

Investment Abroad

Although the Canadian Government exercises no control or influence over decisions by Canadian firms or individuals who wish to invest in a foreign country, trade commissioners are often in a position to offer useful information and advice upon request. Inquiries should be made directly to the appropriate foreign post (see pages 37 - 49).

Labelling and Marking Regulations Abroad

Labelling regulations in other countries differ from Canadian requirements and exporters must design their labels and marks to meet these different requirements. Information on this subject is available from the Office of Area Relations.

Market Information — Foreign

One of the most valuable services to exporters provided by the Department is up-to-date information on current business conditions and opportunities in foreign markets.

Particulars of trade development affecting the sale of Canadian goods in any foreign country are available on request. This includes information about local regulations, restrictions and entry requirements, current supply of, and demand for, established products, and foreign exchange and payment prospects. Market reports by trade commissioners are published regularly in *Foreign Trade* and *Commerce extérieur*. Special market information reports on specific countries are also issued by the Department.

Market Research — Foreign

The Department will initiate inquiries through trade commissioners to determine the sales potential of a company's product. This service includes reports on the following: (1) local demand and relevant preferences for particular goods or services; (2) extent of the demand; (3) competition from local production or from imports; (4) tariff duties and tariff preferences; (5) import and exchange controls; (6) government regulations; (7) terms of payment; (8) sales and distribution channels; (9) packaging requirements; and (10) any unusual features of local trading which would affect the Canadian exporter's prospects.

Patents and Trademarks Abroad

Exporters may be concerned about infringement of patents on products they wish to export. The Department can assist the exporter by inquiring of trade commissioners what steps he must take to protect his patents and trademarks in foreign countries.

Problem Solving

Firms engaged in export trade sometimes encounter unexpected problems. They may be the result of improper documentation; discrimination in the application of trade, exchange and tariff regulations; or disputes regarding quality, delivery and price of products. Trade commissioners can assist in untangling these trade knots.

Sales Trips Abroad

The Department can assist Canadian businessmen who are planning sales trips abroad by providing them with market data, travel information and letters of introduction.

The trade commissioners will make appointments with local businessmen and government officials, perform introductions, and help with language problems. Office, mail, cable and telex addresses and telephone numbers of trade commissioners are listed on pages 37-49 of this booklet. Up-to-date lists are also published regularly in *Foreign Trade* and *Commerce extérieur*.

Sources of Supply

Canadian businessmen may obtain information on new or alternative sources of supply through development officers in the industry sector branches who maintain continual contact with Canadian producers of all types of commodities.

If a product is not available in Canada, development officers will contact trade commissioners abroad who will report on availability, prices, methods of purchase, specifications and delivery.

Tariffs of Foreign Countries

Up-to-date information on foreign customs regulations and tariffs is compiled by the Department.

Information regarding rates of duty and customs charges relating to products in a specific market can be obtained from the Office of Area Relations in Ottawa or from trade commissioners abroad. Advice on the classification required to qualify for the most favourable rate of duty is available from the same sources.

Visiting Foreign Buyers

Trade commissioners maintain close contact with foreign businessmen and are constantly encouraging them to visit Canada. Together with appropriate offices in Ottawa, trade commissioners will plan an itinerary and appointment schedule to meet the visitors' business objectives. Prospective buyers can visit Canadian producers of the commodities in which they are interested, view the products and assess their quality. This is one of the ways the Department brings prospective buyers and suppliers together.

Watching Briefs

Through trade commissioners the Department can keep firms informed about developments which could affect the continued sales of their products. Relevant information may include changes in import, exchange and tariff regulations, and competitive factors such as new factories producing similar products, or the importation of similar products from other countries. Information can also be made available concerning the effectiveness of a firm's representative in a foreign country, infringement of trademarks, calls for tenders, etc.

Publications

A wide variety of publications are published by the Department, most of them available free on request from the Publicity Branch in Ottawa. A few must be obtained from

Information Canada as noted below. Booklets and brochures are available on industrial incentive programs, industry studies, mission reports, etc. Some of the Department's publications are listed below:

Canada Courier

A trade promotion newspaper published in the interests of Canadian exporters to promote their products and services abroad. Sample copies are available.

Doing Business in Canada

A series of 10 publications covering a wide range of subjects of interest to businessmen:

- *The Canadian Environment*
- *Forms of Business Organization*
- *Canadian Customs Duties*
- *Taxation — Income, Business, Property*
- *Taxation — Sales, Excise, Commodity*
- *Labour Legislation*
- *Construction and Equipment Standards*
- *Federal Incentives to Industry*
- *Patents, Copyrights and Trademarks*
- *Tariff Preferences for Canadian Goods Abroad*

Federal Services for Business

A listing of services available to business from federal government departments and agencies.

Financing Canadian Industries

This booklet provides information on federal and provincial government financing facilities available to businessmen and answers questions connected with financing.

Foreign Trade

Published every two weeks, this magazine outlines opportunities for exports, contains market information of direct benefit to exporters and keeps them abreast of changing conditions in foreign markets and of the terms of access open to them. A French edition, *Commerce extérieur*, is published monthly. Annual subscriptions to *Foreign Trade* cost \$5 in Canada, \$7 abroad. The rates for *Commerce extérieur* are \$2 and \$5.

How to Run a Business

A valuable reference book useful for anyone in business or starting a business. Available from Information Canada at 75¢ a copy.

How to Win World Markets

A comprehensive handbook for exporters, dealing with almost every aspect of export trade. It is available from Information Canada at a cost of \$2.50 for the paperback edition and \$4.50 for the hardcover. A French version is also available at the same prices.

New Products Bulletin

Published monthly, this publication lists licensing opportunities and new inventions of interest to Canadian manufacturers.

Associated Services

Dominion Bureau of Statistics

The Dominion Bureau of Statistics, central agency for the collection, compilation and publication of statistical information in Canada, deals with a wide spectrum of information, ranging from national aggregates, such as the national accounts, price and production indexes and internal transactions, to small-area data from census records. The Bureau conducts the national decennial census of population, housing, agriculture and merchandising and a less detailed census at five-year intervals between major censuses. It publishes weekly, monthly, quarterly, annual and occasional reports containing current data on almost every aspect of the national scene. The Bureau collects a multiplicity of statistics on business activities in Canada and, as a result, is the source of a wide variety of information of direct use to individual firms in market studies and other types of business research.

The Dominion Bureau of Statistics, which reports to Parliament through the Minister of Industry, Trade and Commerce, is situated on Holland Avenue at Tunney's Pasture, Ottawa. The Bureau operates regional offices in St. John's, Halifax, Montreal, Ottawa, Toronto, Winnipeg, Edmonton and Vancouver.

Export Development Corporation

Of vital importance to Canadian businessmen is the Export Development Corporation (EDC), a Crown Corporation established in 1969 as the successor to the Export Credits Insurance Corporation and reporting to Parliament through the Minister of Industry, Trade and Commerce.

Its main functions are:

- 1) To insure exporters against non-payment by a foreign client because of credit or political reasons beyond the control of either the exporter or the buyer;
- 2) To issue appropriate guarantees to help finance export transactions;

- 3) To make loans to foreign buyers of Canadian capital goods and related services (including engineering services but not feasibility studies) for which extended credit terms are not normally available from commercial lenders; and
- 4) To insure Canadian foreign investment against loss due to non-commercial credit risks.

The head office of EDC is in Ottawa (Mailing Address: P.O. Box 655) and the Corporation maintains branch offices in Montreal, Toronto and Vancouver. It is represented by this Department's regional office managers in Halifax, Fredericton, Winnipeg, Regina and Edmonton (see page 36).

Head Office Directory

Unless otherwise noted, all offices of the Department of Industry, Trade and Commerce may be found at the following address:

Tower "B"
Place de Ville
112 Kent Street
Ottawa 4, Ontario

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
MINISTER'S OFFICE			
Minister	The Hon. Jean-Luc Pepin	2-0363	House of Commons
Executive Assistant	Paul Labbé	6-1880	22
Special Assistant	Jean René	6-1880	22
Administrative Assistant	C. R. D. Kelly	6-1880	22
DEPUTY MINISTER'S OFFICE			
Deputy Minister	J. H. Warren	6-3560	22
Executive Assistant	A. A. Lomas	6-3560	22
Senior Assistant Deputy Minister (Industry and Trade Development)	A. G. Kniewasser	2-1037	22
Executive Assistant	G. Morin	2-7428	22
Assistant Deputy Minister (Trade and Industrial Policy)	M. Schwarzmann	2-2649	19
Liaison Officer	R. A. Kilpatrick	5-6980	19
Assistant Deputy Minister (Operations)	R. G. Head	5-6277	12
Executive Assistant	J. L. de Lorimier	5-6580	12
Assistant Deputy Minister (External Services)	T. M. Burns	2-5969	7
Executive Assistant	R. E. Wright	2-0933	7
Assistant Deputy Minister (Administration)	A. Senecal	2-0056	22
TRADE AND INDUSTRIAL POLICY			
Assistant Deputy Minister	M. Schwarzmann	2-2649	19
Liaison Officer	R. A. Kilpatrick	5-6980	19
Office of Special Import Policy			
Special Adviser	Campbell Stuart	6-2387	Tower "A" 4th Floor
Office of General Relations			
General Director	M. G. Clark	5-7119 5-7110	20

OFFICE	NAME	TELEPHONE	
		DIAL 99 AND	FLOOR
Director General Trade Policy Branch	W. M. Miner	2-4100	20
Acting Director Commodity Trade Policy Branch	L. Houzer	6-1917	20
Director International Financing Branch	A. R. Hollbach	6-3995	20
Office of Area Relations			
General Director	R. E. Latimer	6-4177	19
Director Policy Planning	J. H. Stone	2-7641	19
Director Western Hemisphere Affairs Branch	G. W. Green	2-5176	19
Acting Chief United States Division	C. J. Kelly	6-5471	19
Acting Chief Latin American Division	N. R. Cumming	6-5546	19
Acting Chief Caribbean Division	G. R. Gough	6-3850	19
Director European Affairs Branch	A. W. A. Lane	2-2250	19
Acting Chief Britain Division	G. Elliot	2-6531	19
Chief Western Europe Division	B. S. Shapiro	6-1825	19
Acting Chief Eastern Europe Division	R. Turcotte	6-3645	19
Director Pacific, Asia, Africa Affairs Branch	F. Petrie	2-2421	19
Acting Chief Pacific Division	J. L. MacNeil	6-5381	19
Acting Chief Asia Division	J. B. O'Neill	6-5543	19
Acting Chief Africa Division	C. L. Bland	2-7594	19

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Office of Industrial Policy Adviser			
General Director	L. F. Drahotsky	6-2413	19
Chief Industrial Policy Division	J. M. Bélanger	6-3070	19
Chief Programs Division	B. S. Barewal	6-1408	19
Special Consultant	N. B. MacDonald	6-5825	19
Office of Economics			
General Director	V. J. Macklin	5-8489	13
Executive Co-ordinator	T. E. Bocking	6-5390	13
Special Assistant	A. M. Coll	6-5195	8
General Analysis Branch			
Director	C. Schwartz	2-8900	13
Chief Canada and United States Division	D. F. McKinley	2-7667	13
Chief General Assignments Division	H. R. Smale	2-5266	13
Chief Overseas Analysis Division	F. A. Piscopo	6-2538	13
Investment Analysis Branch			
Director	J. H. Latimer	2-3847	21
Chief Capital Expenditure Division	A. N. Polianski	5-6384	21
Chief Corporation Returns Division	N. S. Hutchinson	5-7722	21
Chief Foreign Investment Division	R. J. Loosmore	6-5884	21
Chief International Companies Division	T. R. Vout	2-5701	21
Market Analysis Branch			
Acting Director	A. C. Kilbank	6-5871	8

OFFICE	NAME	TELEPHONE	
		DIAL 99 AND	FLOOR
Chief Manufactured Products Division	W. G. Gray	6-5722	8
Chief Resources Commodities Division	R. J. Konecny	6-5871	8
Regional Trade Patterns Productivity Branch	H. D. Henderson	6-5611	8
Director	I. Bernolak	2-1722	21
Chief Inter-Firm Comparisons Division	G. G. McLeod	6-5144	21
Chief Research and Development Division	L. E. Turner	2-1303	21
Consultant Economics and Technology	J. G. Snaauw	6-5299	21
INDUSTRY AND TRADE DEVELOPMENT			
Senior Assistant Deputy Minister	A. G. Kniewasser	2-1037	22
Executive Assistant	G. Morin	2-7428	22
Operations			
Assistant Deputy Minister	R. G. Head	5-6277	12
Executive Assistant	J. L. de Lorimier	5-6580	12
Director Programs Office	G. S. Conger	5-7249	14
Head General Adjustment Assistance Program (GAAP)	P. E. Quinn	6-4560	14
Chief Industrial Research and Development Incentives Act (IRDIA) Program	D. A. Kellough	6-2501	14
Chief Program for the Advancement of Industrial Technology (PAIT)	W. R. Graham	5-7174	14

OFFICE	NAME	TELEPHONE	
		DIAL 99 AND	FLOOR
Chief Industrial Design Assistance Program (IDAP)	W. R. Graham	5-7174	14
Aerospace, Marine and Rail Branch			
General Director	J. C. Rutledge	2-7318	9
Director Industry and Trade Development Programs	G. E. Hughes-Adams	2-0605	9
Chief Air Division	J. L. Harrison	2-1001	9
Chief Marine Division	M. J. Colpitts	6-1369	9
Chief Rail and Propulsion Division	E. P. Bishop	2-0051	9
Director Company and Support Programs	H. R. Foottit	6-2035	9
Chief Aircraft Division	H. A. Staneland	5-6405	9
Chief Propulsion, Marine and Rail Division	H. Roberts	2-1569	9
Chief Ship Financing Division	H. K. McIntosh	2-7830	9
Agriculture, Fisheries and Food Products Branch			
General Director	M. J. Heney	2-1489	15
Director	J. MacNaught	2-1100	15
Chief Livestock, Meat and Dairy Products Division	L. H. McMillan	2-0001	15
Acting Chief Cereals, Bakery and Edible Oils Division	H. T. Armstrong	2-0015	15
Chief Fruit, Vegetables and Special Crops Division	A. J. Stanton	5-8245	15

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Chief Fisheries and Fish Products Division	A. J. Hemming	5-8107	15
Chief Programs Divisions	W. R. Parkinson	2-0012	15
International Commodities Division	D. H. Burns H. Ryan	2-0012	15
Apparel and Textiles Branch			
General Director	A. M. Guérin	2-4078	8
Director	L. C. Howey	2-1207	8
Fashion Adviser and Co-ordinator	Mrs. D. E. L. Taylor	5-6287	8
Acting Head Programs Division	M. Hersh	2-1081	8
Chief Clothing Division	H. Sherman	2-1048	8
Chief Textiles Division	P. A. Barker	2-1045	8
Acting Chief Leather and Footwear Division	L. J. Henderson	2-1051	8
Chemicals Branch			
General Director	J. J. Tennier	2-9456 2-5760	14
Director	A. M. Tedford	2-6905	14
Assistant Director Programs Division	W. D. Dawson	2-1758	14
Chief Industrial Chemicals Division	G. E. McCormack	2-1071	14
Chief Plastics and Rubber Division	A. G. Pinard	2-1054	14
Chief Chemical Specialties Division	Dr. H. A. Showalter	2-1591	14
Chief Tourist, Hospital and Education Division	G. W. Rahm	2-1068	14

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Electrical and Electronics Branch			
General Director	E. A. Booth	2-8160	10
Director	T. C. Jones	2-2243	10
Director	G. R. Logan	2-8366	10
Marketing Adviser	R. Sangster	2-8897	10
Chief Electronics Division	C. D. Quarterman	2-1091	10
Chief Electrical Division	V. E. Tant	2-9043	10
Chief Consumer Products and Components Division	P. U. Aasgaard	2-9084	10
Chief Special Projects Division	R. Sangster	2-8897	10
Machinery Branch			
General Director	J. J. McKennirey	2-1129	11
Acting General Director	W. H. Chandler	2-5800	11
Director	J. C. Stavert	2-4737	11
Chief Mechanical Products Division	J. H. O'Connell	2-0324	11
Chief Mechanical Equipment Division	A. Chiperzak	2-0321	11
Chief Industry Machines and Engineering Services Division	R. C. Wallace	2-4082	11
Chief Machinery Program Division	S. A. Radley	2-1359	11
General Programs Division	R. K. McGregor	2-0371	11
Materials Branch			
General Director	R. D. Hindson	2-1113	12
Director	H. R. Pinault	2-5672	12

OFFICE	NAME	TELEPHONE	
		DIAL 99 AND	FLOOR
Special Assistant	H. W. Pfeffer	6-3796	12
Chief Iron and Steel Division	E. J. Davis	2-0025	12
Chief Non-Ferrous Metals Division	S. H. Rochester	2-0088	12
Chief Industrial Minerals Division	R. J. Jones	2-1581	12
Chief Construction Division	J. A. Dawson	2-0028	12
Chief Programs Division	H. E. Wilson	2-1015	12
Mechanical Transport Branch			
General Director	C. D. Arthur	6-4122	5
Director	T. C. Arnold	5-6627	5
Assistant Chief Automotive Industries Division	W. J. Patrick	5-8231	5
Chief Automotive Programs Division	D. P. W. Wood	2-4478	5
Chief Technological Assistance Division	R. F. Linden	2-1024	5
Chief Agricultural, Construction and Special Vehicles Division	D. W. C. McEwan	2-1027	5
Head Special Projects	K. R. Burgess	5-6506	5
Acting Secretary Automotive Assistance Board Secretariat	F. Wanko	2-0021	5
Wood Products Branch			
General Director	J. R. Midwinter	2-1116	13
Chief Pulp and Paper Division	G. C. Campbell	2-0065	13
Chief Lumber, Plywood and Panel Products Division	E. W. Smith	2-0068	13

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Chief Furniture and Secondary Wood Products Division	M. N. Murphy	2-1545	13
Chief Casework Management Division	R. H. McGee	2-0065	13
Chief Printing and Publishing Division	P. L. MacDougall	2-0093	13
Office of Science and Technology			
General Director	Dr. S. Wagner	5-7151	21
Special Assistant	M. R. M. Dale	6-1962	21
Director	H. C. Douglas	2-4143	21
Director	R. K. Brown	2-0406	21
Office of Design			
Acting General Director	J. H. Swann	2-0341	20
Office of Promotional Services			
General Director	L. J. Rodger	2-7411	5
Special Assistant	R. B. Fournier	6-3210	5
World Exhibitions Liaison	G. P. O'Keefe	6-1592	4
Industry, Trade and Traffic Services Branch			
Director	G. M. Schuthe	5-8308	3
Deputy Director	C. Varkaris	5-8308	3
Chief Export and Import Permits Division	S. G. Barkley	5-8356	3
Chief Industrial Traffic Services Division	H. A. Hadskis	5-7169	3
Chief Import Analysis Division	J. G. MacKinnon	2-4446	3
Chief Industrial and Trade Inquiries Division	K. E. Hacker	2-4441	3
Directories Section	J. Y. LaFlèche	5-7171	3
Publicity Branch			
Director	J. A. Murphy	5-7137	4
Deputy Director	K. A. Prittie	2-6435	4

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Chief Canadian Division	B. T. McLaughlin	5-7271	4
Manager French Language Editorial Services	C. Bruyère	5-8353	4
Manager News Services	R. M. Shaw	2-2186	4
Acting Managing Editor, Periodicals	R. T. Waugh	5-7489	4
Chief International Division	K. V. D. Gardner	5-7164	4
Chief "Canada Courier" Division	Mrs. A. H. Armstrong	5-7489	4
Chief Production Planning Division	R. Dagenais	5-6448	4
Chief Graphics Division	R. Williamson	5-7274	4
Chief Special Publications Division	J. K. Purvis	5-7161	4
Chief "Foreign Trade" and "Commerce extérieur" Division	O. Mary Hill	5-7259	4
Administrative Services	M. L. Martin	5-7139	4
Fairs and Missions Branch			
Director	D. A. W. Olliver	5-7251	5
Chief Promotional Projects, Fairs and Missions Western Division	W. P. Schutte	2-8855	5
Chief Promotional Projects, Fairs and Missions Eastern Division	R. Long	2-8069	5
Chief Planning and Programming Division	C. P. McPherson	5-7251	5
Special Projects Section	B. Choquette	5-7334	5

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
EXTERNAL SERVICES			
Assistant Deputy Minister	T. M. Burns	2-5969	7
Executive Assistant	R. E. Wright	2-0933	7
Market Development Planning	J. W. Webber	2-0445	7
Trade Commissioner Service			
General Director	H. M. Maddick	5-8337	6
Special Assistant	R. H. M. Cathcart	2-6835	6
Director	N. W. Boyd	2-5669	6
Finance and Administration			
Director	R. C. Anderson	2-6800	6
Personnel			
Director	W. J. Collett	2-5456	6
Operations and Development			
Head	R. M. Dawson	2-1366	6
Development			
Regional Co-ordinator United States	J. E. G. Gibson	6-5140	6
Regional Co-ordinator Europe "A"	D. S. McCracken	2-1655	6
Bonn, Duesseldorf, Hamburg, Brussels, E.E.C., Paris, The Hague, Milan, Rome, London, Glasgow, Dublin			
Regional Co-ordinator Europe "B"	J. B. McLaren	6-3424	6
Vienna, Belgrade, Prague, Warsaw, Moscow, Stockholm, Copenhagen, Oslo, Athens, Berne, Lisbon, Madrid			
Regional Co-ordinator Asia and Oceania	R. W. Burchill	2-5461	6
Regional Co-ordinator Africa and Middle East	R. B. Blake	6-2723	6
Regional Co-ordinator Latin America and Caribbean	D. I. Ditto	2-3058	6

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
International Defence Programs Branch			
General Director	D. H. Gilchrist	2-4864	7
Director	D. J. Janigan	2-8584	7
Acting Chief Market Research and Analysis Division	F. H. Horner	6-2572	7
Chief Project Marketing Division	F. Dugal	2-1679	7
Chief United States Market Development Division	W. E. Grant	2-3456	7
Chief Overseas Market Development Division	F. J. McNaughton	2-8626	7
Office of Tourism			
General Director	T. R. G. Fletcher	6-5651	150 Kent Street 9th Floor
Travel Industry Branch			
Director	D. C. Bythell	6-5651	150 Kent Street 9th Floor
Chief Research and Development Division	J. W. Gibson	5-8426	150 Kent Street 9th Floor
Chief Industry Evaluation Division	L. C. Munn	5-6367	150 Kent Street 9th Floor
Canadian Government Travel Bureau			
Director	D. Wallace	2-3166	150 Kent Street 2nd Floor
Deputy Director	R. Boire	2-5256	150 Kent Street 2nd Floor
Assistant Director Offices Abroad	O. Tiessen	2-1384	150 Kent Street 2nd Floor
Assistant Director Support Services		2-1680	150 Kent Street 2nd Floor
Assistant Director Marketing		5-8127	150 Kent Street 2nd Floor
Manager Operations	M. E. Campeau	2-7355	150 Kent Street 2nd Floor

OFFICE	NAME	TELEPHONE DIAL 99 AND	FLOOR
Manager Publicity Services	J. A. Carman	2-6373	150 Kent Street 3rd Floor
Manager Travel Trade Relations	G. Tawse-Smith	2-2077	150 Kent Street 2nd Floor
Manager Advertising	D. Livingstone	2-2944	150 Kent Street 3rd Floor
Acting Manager Travel Information Services	D. Jago	2-3334	150 Kent Street 2nd Floor
ADMINISTRATION			
Assistant Deputy Minister	A. Senecal	2-0056	22
General Director Personnel Branch	E. J. Fitzpatrick	2-5430 2-2730	16
General Director Financial Services Branch	W. R. Teschke	5-6126	18
General Director Professional and Administrative Services Branch	G. V. Tunnoch	6-4010	17
General Director Program Planning and Analysis Branch	I. Craig	6-2045	16
Director Financial Analysis	J. G. Sheldrick	2-2888	18
Comptroller	R. L. Gibbs	6-3639	18
MISCELLANEOUS			
Acting Secretary Automotive Adjustment Assistance Board	F. Wanko	2-0021	5
Co-ordinator Grains Group	R. M. Bryden	5-7127	West Memorial Building Wellington Street 5th Floor
Acting Chief Grain Division	W. J. O'Connor	5-8374	West Memorial Building Wellington Street 5th Floor
Secretary General Adjustment Assistance Board	G. S. Conger	5-7249	14
Secretary Machinery and Equipment Advisory Board	W. H. Chandler	2-5800	11

OFFICE	NAME	TELEPHONE	
		DIAL 99 AND	FLOOR
Acting Executive Secretary Minister's Advisory Council	M. K. Paumann	5-7485	12
Secretary General National Design Council	E. P. Weiss	6-2573	3
Secretary Pharmaceutical Industry Development Advisory Committee	W. D. Dawson	2-1758	14

Industry, Trade and Commerce Regional Offices

OFFICE	ADDRESS	TELEPHONE	TELEX
FREDERICTON New Brunswick F. D. Grimmer Regional Manager	Eastern Canada Building 212 Queen Street Fredericton, New Brunswick	(506) 454-9707	014-4640
HALIFAX Nova Scotia D. J. Packman Regional Manager	Sir John Thomson Building 1256 Barrington Street Halifax, Nova Scotia	(902) 426-3851	014-422829
MONTREAL Quebec J. G. Touchette Regional Manager	Suite 1700, Commerce House 1080 Beaver Hall Hill Montreal 128, Quebec	(514) 879-6254	012-0280
TORONTO Ontario L. H. Ausman Regional Manager	P.O. Box 114 Suite 3001 Toronto-Dominion Center Toronto 111, Ontario	(416) 369-3711	022-1691
WINNIPEG Manitoba G. A. Gillespie Regional Manager	Suite 1104 Royal Bank Building 220 Portage Avenue Winnipeg 1, Manitoba	(204) 985-2381	03-5287
REGINA Saskatchewan G. A. Cooper Regional Manager	Suite 651 Saskatchewan Wheat Pool Building 2625 Victoria Street Regina, Saskatchewan	(306) 525-9814	031-2745
EDMONTON Alberta W. Mackenzie Hall Regional Manager	802 Chancery Hall 3 Sir Winston Churchill Square Edmonton 15, Alberta	(403) 422-7178	037-2762
VANCOUVER British Columbia J. F. Murray Regional Manager	2003 Board of Trade Tower 1177 West Hastings Vancouver 1, British Columbia	(604) 666-1434	045-1191

Trade Commissioner Service Posts Abroad

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
ARGENTINA		
Commercial Counsellor Canadian Embassy Casilla de Correo 3898 Suipacha 1111 Buenos Aires	Cable: CANADIAN Phone: 32-9081 Telex: 121383 (DOMCAN BA)	Paraguay Uruguay
AUSTRALIA		
Sydney		
Commercial Counsellor for Canada P.O. Box 3952. G.P.O. A.M.P. Building, 21st Floor Circular Quay, Sydney	Cable: CANADIAN Phone: 27-7565 Telex: 089 20600 (CDN GOVT AA 20600)	States of New South Wales and Queensland, Capital Territory, Northern Territory, and Dependencies
Melbourne		
Commercial Counsellor for Canada Princes Gate East Tower 17th Floor 151 Flinders Street Melbourne 3000	Cable: CANADIAN Phone: 63-8431 Telex: 089 30501 (CDN GOVT AA 30501)	States of Victoria, South Australia, Western Australia, Tasmania
Canberra		
Commercial Counsellor Office of the High Commissioner for Canada Commonwealth Avenue Yarralumla 2600 Canberra ACT	Cable: DOMCAN Phone: 7-2541 Telex: 089 62017 (DOMCAN AA 62017)	
AUSTRIA		
Commercial Counsellor Canadian Embassy P.O. Box 190, 1013 Vienna Dr. Karl Luegerring 10 1010 Vienna	Cable: CANADIAN Phone: 63-36-91 Telex: 75320 (DOMCAN A)	Albania, Bulgaria, Hungary, Romania
BELGIUM		
Commercial Counsellor Canadian Embassy rue de la Science, 35 B-1040 Brussels	Cable: CANADIAN Phone: 13.38.50 Telex: 221613 (DOMCAN BRU)	Luxembourg

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
BRAZIL		
Rio de Janeiro		
Commercial Secretary	Cable: CANADIAN	
Canadian Embassy	Phone: 242-4140	
Caixa Postal 2164-ZC-00	Telex: 031430	
Edificio Metropol	(DOMINION RIO)	
Avenida Presidente Wilson 165		
Rio de Janeiro		
São Paulo		
Consul and Trade Commissioner	Cable: CANADIAN	
Canadian Consulate	Phone: 287-2122	
Caixa Postal 6034	Telex: 021269	
Edificio Scarpa	(CANADIAN SPO)	
Avenida Paulista, 1765,		
9 andar		
São Paulo		
BRITAIN		
London		
Minister (Commercial)	Cable: SLEIGHING LONDON	England, Wales
Office of the High Commissioner	Phone: 629 9492	(Gibraltar)
for Canada	(Area Code 01)	
One Grosvenor Square	Telex: 22526 264428	
London, W1X 0AB	(DOMINION LDN)	
Glasgow		
Canadian Government Trade	Cable: CANTRACOM	Northern Ireland,
Commissioner	Phone: 332 6751	Scotland
Cornhill House	(Area Code 041)	
144 West George Street	Telex: 778650	
Glasgow C.2, Scotland	(CANTRACOM GLW)	
CEYLON		
Commercial Division	Cable: CANADIAN	
Office of the High Commissioner	Phone: 95843	
for Canada	Telex: 106	
P.O. Box 1006	(DOMCAN COLOMBO)	
6 Gregory's Road		
Cinnamon Gardens		
Colombo		
CHILE		
Commercial Secretary	Cable: CANADIAN	
Canadian Embassy	Phone: 64189	
Casilla 771	Telex: 3520068	
Edificio Ahumada, 10th Floor	(3520068 DOMCAN)	
Santiago		

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
COLOMBIA		
Commercial Secretary Canadian Embassy Apartado Aereo 53531/2 Calle 58 No. 10-42 Bogotá	Cable: CANADIAN Phone: 355211, 355477 Telex: 044568 (DOMCAN BOG)	Ecuador
CONGO		
Commercial Secretary Canadian Embassy P.O. Box 8341 Kinshasa	Cable: DOMCAN KIN Phone: 22706 Telex: 268	Cameroun, Chad, Central African Republic, Gabon, Congo (Brazzaville), Burundi, Rwanda
CUBA		
Commercial Division Canadian Embassy Gaveta 6125 Calle 30 No. 518, esquina 7ª Avenida Miramar Havana Send all mail to: P.O. Box 1515 Nassau, Bahamas	Cable: CANADIAN Phone: 2-6421	
CZECHOSLOVAKIA		
Commercial Secretary Canadian Embassy Chancery, Mickiewiczova 6 Prague 6	Phone: 32-71-24, 26, 31, 32 Telex: 11061 (DOMCAN PHA)	
DENMARK		
Commercial Counsellor Canadian Embassy Prinsesse Maries Allé 2 Copenhagen V	Cable: CANADIAN Phone: 31 33 06 Telex: 5036 (DOMCAN KH)	Greenland
EUROPEAN COMMUNITIES		
Mission of Canada to the European Communities Canadian Embassy rue de la Science, 35 B-1040 Brussels, Belgium	Cable: CANADIAN Phone: 13.38.50 Telex: 221613 (DOMCAN BRU)	European Economic Community, European Atomic Energy Community, European Coal and Steel Community

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
FRANCE		
Minister-Counsellor (Commercial) Canadian Embassy 35 Avenue Montaigne Paris 8 ^e	Cable: CANADIAN PARIS 086 Phone: 225-99-55 Telex: 28806 (DOMCAN A PARIS)	Andorra, Monaco
GERMANY		
Bonn		
Commercial Counsellor Canadian Embassy Friedrich-Wilhelmstrasse 18 53 Bonn	Cable: CANADIAN Phone: 231061 Telex: 886421 (DOMCA D)	States of Baden- Wuerttemberg, Bavaria, Hesse, Rhineland- Palatinate, Saar; West Berlin
Duesseldorf		
Consul General and Senior Trade Commissioner Canadian Consulate General Koenigsallee 82 4 Duesseldorf 1	Cable: CANADIAN Phone: 320525 Telex: 8587144 (DMCN D)	State of North Rhine-Westphalia
Hamburg		
Consul General Canadian Consulate General Esplanade 41-47 2000 Hamburg 36	Cable: CANADIAN Phone: 351805 Telex: 215555 (DMCNH D)	City States of Bremen and Hamburg; States of Lower Saxony and Schleswig-Holstein
GREECE		
Commercial Secretary Canadian Embassy 31 Vassilissis Sophias Avenue Athens 138	Cable: CANADIAN ATHENS 5584 Phone: 714-041 Telex: 5584 (215584 DOM GR)	
GUATEMALA		
Commercial Counsellor Canadian Embassy Apartado 3A (airmail), 4A (seamail) Edificio Etisa, Plazuela Espana 7 ^a Avenida 12-19, Zone 9 Guatemala City, C. A.	Cable: CANADIAN Phone: 61560, 67227, 61005 Telex: 206 (DOMCAN GU 206)	Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
HONG KONG		
Senior Canadian Government Trade Commissioner P.O. Box 126 P & O Building, 11th Floor 21-23, Des Voeux Road, Central Hong Kong	Cable: CANADIAN Phone: 224087 Telex: HKG 391 (DOMCAN HX 391)	Cambodia, People's Republic of China, Macao, Vietnam
INDIA		
Commercial Counsellor for Canada P.O. Box 11 13 Golf Links Road New Delhi 1	Cable: CANADIAN Phone: 61-8254 Telex: 346 (DOMCAN DLI)	Bhutan, Nepal, Sikkim
INDONESIA		
Acting Commercial Secretary Canadian Embassy Djalan Budi Kemuliaan No. 6 Djakarta	Phone: O.G. 47841 Telex: 011-4345 (DOMCAN DKP)	
IRAN		
Commercial Secretary Canadian Embassy P.O. Box 1610 Bezrouke Building Corner of Takht Jamshid Avenue and Forsat Street Tehran	Cable: CANTRACOM Phone: 613560, 4-9291 Telex: 2037 (DOMCAN TEHRAN)	
IRELAND		
Commercial Counsellor for Canada 66 Upper O'Connell Street Dublin	Cable: CANADIAN Phone: 41577 Telex: 5488 (DMCN EI)	
ISRAEL		
Commercial Secretary Canadian Embassy P.O. Box 20140 84 Hahashmoniam Street Tel Aviv	Cable: CANADIAN Phone: 267121	Cyprus

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
ITALY		
Rome		
Minister-Counsellor (Commercial) Canadian Embassy Via G. B. De Rossi 27 00161 Rome	Cable: CANADIAN Phone: 864-327 Telex: 61056 (DOMCAN ROME)	Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna. Other Countries: Libya, Malta.
Milan		
Consul General and Trade Commissioner Canadian Consulate General C.P. 3977 Via Vittor Pisani 19 20124 Milan	Cable: CANTRACOM Phone: 652-485/652-600 Telex: 31368 (CANTRACOM MILAN)	Provinces of Emilia-Romagna, Lombardia, Piedimonte, Trentino-Alto Adige, Veneto, Liguria, Trieste, Valle D'Aosta, Friuli- Venezia
IVORY COAST		
Commercial Secretary Canadian Embassy P.O. Box 21194 Abidjan	Cable: DOMCAN ABIDJAN Phone: 32-20-09 Telex: DOMCAN 593	Guinea, Liberia, Mali, Mauretania, Niger, Senegal, Upper Volta
JAMAICA		
Commercial Secretary Office of the High Commissioner for Canada P.O. Box 1500 Tobago Road Corner Trafalgar Road and Knutsford Boulevard Kingston 10	Cable: CANADIAN Phone: 65726 Telex: KGN 30 (BEAVER KINGSTON)	Bahamas, British Honduras, Cayman Islands, Turks and Caicos Islands
JAPAN		
Minister (Commercial) Embassy of Canada Akasaka Post Office Tokyo 107	Cable: CANADIAN Phone: 408-2101/8 Telex: TK 2218 (DOMCAN TK 2218)	Guam, Korea, Okinawa

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
KENYA		
Commercial Counsellor Office of the High Commissioner for Canada P.O. Box 3778 Industrial Promotion Services Building Kimathi Street Nairobi	Cable: DOMCAN NAIROBI Phone: 27426 Telex: 22198 (DOMCAN NRB)	Ethiopia, Malawi, Somali Republic, Tanzania, Uganda, Zambia
LEBANON		
Commercial Counsellor Canadian Embassy Boîte Postale 2300 Alpha Building Rue Clemenceau Beirut	Cable: CANADIAN Phone: 250955 Telex: 652 (DOMCAN BERYT)	Iraq, Jordan, Kuwait, People's Republic of Southern Yemen (Aden), Persian Gulf Area, Saudi Arabia, Syria, Trucial States, Yemen
MALAYSIA		
Commercial Counsellor Office of the High Commissioner for Canada P.O. Box 990 A.I.A. Building, Ampang Road Kuala Lumpur	Cable: DOMCAN Phone: 89722/4 Telex: KL/TX279 (DOMCAN KL)	Brunei, Burma
MEXICO		
Commercial Counsellor Canadian Embassy Apartado Postal 5-364 Melchor Ocampo 463, 7th Floor Mexico 5, D.F.	Cable: CANADIAN Phone: 33-14-00 Telex: 017-71-191 (DOMCAN MEX)	
NETHERLANDS		
Commercial Counsellor Canadian Embassy Sophialaan 7 The Hague	Cable: CANADIAN Phone: 61-41-11 Telex: 31270 (DOMCAN HAGUE)	

POSTS—ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
NEW ZEALAND		
Commercial Counsellor Office of the High Commissioner for Canada P.O. Box 12-049 Wellington North ICI Building, 3rd Floor Molesworth Street Wellington	Cable: DOMCAN WELLINGTON Phone: 70-644 Telex: 065-3505 (DOMCAN NZ 3505)	Cook Islands, Fiji, French Oceania, Gilbert and Ellice Islands, Tahiti, Tonga, Western Samoa
NIGERIA		
Commercial Secretary Office of the High Commissioner for Canada P.O. Box 851 Niger House 1/5 Odunlami Street Lagos	Cable: CANADIAN Phone: 53630 Telex: 21275 (DOMCAN LAGOS)	Dahomey, Gambia, Ghana, Sierra Leone, Togo
NORWAY		
Commercial Secretary Canadian Embassy Postuttak Oslo 1	Cable: CANADIAN Phone: 46.69.55 Telex: Oslo 11880 (11880 DOMCAN)	Iceland
PAKISTAN		
Commercial Secretary Office of the High Commissioner for Canada Hotel Shahrazed Islamabad	Cable: CANADIAN Phone: 21101-04 Telex: 875 (DOMCAN IBA)	Afghanistan
PERU		
Commercial Secretary Canadian Embassy Casilla 1212 Edificio El Pacifico Corner Avenida Arequipa and Plaza Washington Lima	Cable: CANADIAN Phone: 287420 Telex: WLA 5323 (DOMCAN PX 5323)	Bolivia
PHILIPPINES		
Consul General and Trade Commissioner Canadian Consulate General P.O. Box 1825 1414 Roxas Boulevard Manila	Cable: CANADIAN Phone: 50-20-76,77,78 Telex: 3252 (DOMCAN PN 3252)	

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
POLAND		
Commercial Secretary	Cable: 813432 CANA-PL	
Canadian Embassy	Phone: 29-80-51	
Matejki 1/5	Telex: 813424	
Warsaw		
PORTUGAL		
Commercial Counsellor	Cable: CANADIAN	Azores,
Canadian Embassy	Phone: 56-25-49	Cape Verde Islands,
Rua Rosa Araujo, 2-7º	Telex: 377	Madeira,
Seventh Floor	(DOMCAN P)	Portuguese Guinea
Lisbon 2		
PUERTO RICO		
Consul and Trade Commissioner	Phone: (809) 764-2011	Dominican Republic,
Canadian Consulate	Telex: 3450297	Haiti, U. S.
1606 Pan Am Building	(CANADA 3450297)	Virgin Islands
Hato Rey, PR 00917		
SINGAPORE		
Commercial Counsellor	Cable: CANADIAN	
Office of the High Commissioner	Phone: 37-1322	
for Canada	Telex: 277	
P.O. Box 845	(DOMCAN SPORE)	
International Building, 11th Floor		
360 Orchard Road		
Singapore 1		
SOUTH AFRICA		
Johannesburg	Cable: CANADIAN	Provinces of Natal,
Canadian Government Trade	Phone: 834-6521	Orange Free State,
Commissioner	Telex: 7189	Transvaal. Other
P.O. Box 61619 Marshalltown	(43-7189 JH)	countries: Angola,
78 Fox Street		Botswana, Comoro
Johannesburg		Archipelago,
		Lesotho, Malagasy,
		Mauritius,
		Mozambique,
		Reunion, Swaziland
Cape Town		
Canadian Government Trade	Cable: CANADIAN	Cape Province.
Commissioner	Phone: 2-5134/5	Other Countries:
P.O. Box 683	Telex: 7060	St. Helena,
African Life Centre, 13th Floor	(5-7060 CT)	South West Africa
St. George's Street		
Cape Town		

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
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SPAIN		
Commercial Counsellor	Cable: CANADIAN	Provinces outside
Canadian Embassy	Phone: 247-54-00	the peninsula:
Apartado 117	Telex: 27347	Balearic Islands,
Edificio España	(DOMCA E)	Canary Islands,
Avenida de Jose Antonio 88		Spanish Sahara.
Madrid		Other Countries:
		Algeria, Equatorial
		Guinea, Morocco
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SWEDEN		
Commercial Counsellor	Cable: CANADIAN	Finland
Canadian Embassy	Phone: 23-79-20	
P.O. Box 14042	Telex: 10687	
Kungsgatan 24	(10687 DOMCAN S)	
S-104 40 Stockholm		
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SWITZERLAND		
Commercial Counsellor	Cable: CANADIAN	Liechtenstein,
Canadian Embassy	Phone: 44-63-81	Tunisia
Kirchenfeldstrasse 88	Telex: 32489	
3000 Berne	(DMCNB CH)	
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THAILAND		
Commercial Secretary and Consul	Phone: 32956	Laos
Canadian Embassy	Telex: 2277	
P.O. Box 2090	(DOMCAN BKK)	
Thai Farmers Bank Building		
7th Floor		
142 Silom Road		
Bangkok		
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TRINIDAD AND TOBAGO		
Commercial Counsellor	Cable: CANADIAN	Barbados, French
Office of the High Commissioner	Phone: 34787	Guiana, Guadeloupe,
for Canada	Telex: 226	Guyana, Leeward
P.O. Box 1246	(DOMCAN POS 226)	and Windward
Colonial Building		Islands, Martinique,
72 South Quay		Surinam
Port-of-Spain, Trinidad		
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TURKEY		
Commercial Secretary	Phone: 12-24-48	
Canadian Embassy	Telex: 69	
Vali Dr. Resit Caddesi 52	(DOMCAN ANKARA)	
Cankaya, Ankara		
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POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
UNION OF SOVIET SOCIALIST REPUBLICS		
Commercial Counsellor	Cable: CANAD	
Canadian Embassy	Phone: 241-90-34, 241-91-55	
23 Starokonyushenny Pereulok	Telex: 401	
Moscow	(DOMCAN MSK)	
UNITED ARAB REPUBLIC		
Commercial Division	Cable: CANADIAN	Sudan
Canadian Embassy	Phone: 23110	
Kasr el Doubara Post Office		
6 Sharia Rouston Pasha		
Garden City		
Cairo, Egypt		
UNITED NATIONS		
Permanent Mission of Canada to the United Nations	Cable: CANINUN NYK	
866 United Nations Plaza	Phone: (212) 751-5600	
Suite 250	Telex: 00126228	
New York, NY 10017	(CANINUN NYK)	
UNITED STATES		
Washington		
Commercial Counsellor	Cable: CANADIAN	U.S. Government
Canadian Embassy	Phone: (202) 332-1011	and agencies;
1746 Massachusetts Avenue, N.W.	Telex: 0089664	international
Washington, DC 20036	(DOMCAN WSH)	organizations with
		headquarters in
		Washington
New York		
Deputy Consul General (Commercial)	Cable: CANTRACOM	States of:
Canadian Consulate General	Phone: (212) 586-2400	Connecticut, New
680 Fifth Avenue	Telex: 00126242	Jersey (12 northern
New York City, NY 10019	(DOMCAN NYK)	counties), New York
		(Southern). Other
		countries: Bermuda
Boston		
Consul and Senior Trade Commissioner	Phone: (617) 262-3760	States of:
Canadian Consulate General	Telex: 0094567	Maine,
500 Boylston Street	(DOMCAN BSN)	Massachusetts,
Boston, MA 02116		New Hampshire,
		Rhode Island,
		Vermont. Other
		countries: St. Pierre
		and Miquelon

POSTS — ADDRESSES OF POSTS	CABLE ADDRESS TELEPHONE TELEX	TERRITORIES
Buffalo		
Consul and Trade Commissioner Canadian Consulate 1400 Main Place 396 Main Street Buffalo, NY 14201	Phone: (716) 852-1247 Telex: 9-1329 (DOMCAN-BUF)	Northern New York State
Chicago		
Consul and Senior Trade Commissioner Canadian Consulate General 310 South Michigan Avenue Suite 2000 Chicago, IL 60604	Phone: (312) 427-1031 Telex: 00254171 (DOMCAN CGO)	States of: Illinois, Indiana, Iowa, Missouri, Nebraska, Southern Wisconsin
Cleveland		
Consul and Trade Commissioner Canadian Consulate Illuminating Building 55 Public Square Cleveland, OH 44113	Phone: (216) 861-1660 Telex: 00985364 (DOMCAN CLV)	States of: Ohio, Kentucky, West Virginia, Pennsylvania (Western)
Dallas		
Consul and Trade Commissioner Canadian Consulate 2100 Adolphus Tower 1412 Main Street Dallas, TX 75202	Phone: (214) 742-8031 Telex: 00732637 (DOMCAN DAL)	States of: Texas, Arkansas, New Mexico, Oklahoma, Kansas
Detroit		
Consul and Trade Commissioner Canadian Consulate 1920 First Federal Building 1001 Woodward Avenue Detroit, MI 48226	Phone: (313) 965-2811 Telex: 0023445 (DOMCAN DET)	States of: Michigan, Indiana
Los Angeles		
Consul and Trade Commissioner Canadian Consulate General 510 West Sixth Street Los Angeles, CA 90014	Phone: (213) 627-9511 Telex: 00674119 (DOMCAN LSA)	States of: Arizona, California (10 southern counties), and Clark County in Nevada
Minneapolis		
Consul and Trade Commissioner Canadian Consulate 15 South Fifth Street Minneapolis, MN 55402	Phone: (612) 336-4641 Telex: 29-0229	States of: Minnesota, North and South Dakota, Montana (East of the Divide), Northern Wisconsin, and the Upper Michigan Peninsula

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New Orleans		
Consul and Trade Commissioner	Phone: (504) Jackson	States of:
Commercial Division	5-2136, 5-2137	Alabama, Florida,
Canadian Consulate General	Telex: 0058237	Georgia, Louisiana,
2110 International Trade Mart	(DOMCAN NLN)	Mississippi, North
2 Canal Street		Carolina, South
New Orleans, LA 70130		Carolina, Tennessee
Philadelphia		
Consul and Trade Commissioner	Cable: CANADIAN	States of:
Canadian Consulate	Phone: (215) LOcust 35838	Delaware, Maryland,
3 Penn Center Plaza	Telex: 00845266	New Jersey (nine
Philadelphia, PA 19102	(DOMCAN PHA)	southern counties),
		Eastern
		Pennsylvania,
		Virginia, District
		of Columbia
San Francisco		
Consul and Trade Commissioner	Phone: (415) 981-2670	States of:
Commercial Division	Telex: 0034321	California (except
Canadian Consulate General	(DOMCAN SFO)	the 10 southern
One Maritime Plaza		counties), Colorado,
Golden Gateway Center		Hawaii, Nevada
San Francisco, CA 94111		(except Clark
		County), Utah,
		Wyoming
Seattle		
Consul General and Trade	Phone: (206) MUtual 2-3515	States of:
Commissioner	Telex: 0032462	Alaska, Idaho,
Canadian Consulate General	(DOMCAN SEA)	Montana (West of
412 Plaza 600 Building		the Divide), Oregon,
Sixth Avenue and Stewart Street		Washington
Seattle, WA 98101		
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VENEZUELA		
Commercial Counsellor	Cable: CANADIAN	Netherlands
Canadian Embassy	Phone: 91-32-77	Antilles
Apartado del Este 62302	Telex: 877	
Avenida La Estancia No. 10	(877 DOMCAN)	
Ciudad Commercial Tamanaco		
Caracas		
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YUGOSLAVIA		
Commercial Secretary	Phone: 434-524	
Canadian Embassy	Telex: 11137	
Proleterskih Brigada 69	(YU DOMCA)	
Belgrade		
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International Defence Programs Branch Offices Abroad

OFFICE	ADDRESS	TELEPHONE
UNITED STATES		
BOSTON, MASSACHUSETTS Canadian Liaison Officer (Defence Production)	ESKZ/Building 1618/Stop No. 27 L. G. Hanscom Field Bedford, MA 01730	(617) 274-9096
DAYTON, OHIO Canadian Liaison Officer (Defence Production)	MCLDDP Wright-Patterson Air Force Base Ohio 45433	(513) 255-4382 -4537 -4492
DETROIT, MICHIGAN Canadian Liaison Officer (Defence Production)	Michigan Army Missile Plant 38111 Van Dyke Avenue Warren, MI 48090	(313) 264-1100 Ext. 2527
LOS ANGELES, CALIFORNIA Canadian Liaison Officer (Defence Production)	Defence Contract Administration Services District — Room 130 125 South Grand Avenue Pasadena, CA 91105	(213) 796-0471 Ext. 597 598
PHILADELPHIA, PENNSYLVANIA Canadian Liaison Officer (Defence Production)	Defence Personnel Support Centre 2800 South 20th Street Building 12, Wing H Philadelphia, PA 19101	(215) 271-3810
WASHINGTON, D.C. Director and Counsellor (Defence Production) Assistant Director and Counsellor (Defence Production) Canadian Liaison Officer (Defence Production)	P.O. Box 4897 Cleveland Park Station Washington, DC 20008	(202) 483-5505
EUROPE		
BONN, WEST GERMANY Counsellor (Defence Production)	Canadian Embassy 53 Bonn Friedrich-Wilhelmstrasse 14-18 West Germany	(02221) 23 10 61
LONDON, ENGLAND Counsellor (Defence Production)	Office of the High Commissioner for Canada One Grosvenor Square London, W1X 0AB, England	(01) 629-9492 Ext. 610
NATO, BRUSSELS, BELGIUM Counsellor (Defence Production)	Canadian Delegation NATO/OTAN Brussels 39, Belgium	15.89.50 Ext. 4217
PARIS, FRANCE Counsellor (Defence Production)	Ambassade du Canada 35 Avenue Montaigne Paris 8 ^e , France	225-99-55
ROME, ITALY Counsellor (Defence Production)	Canadian Embassy Via G. B. de Rossi 27 00161 Rome, Italy	835341

Canadian Government Travel Bureau Offices Abroad

OFFICES	ADDRESSES	TELEPHONE
General Manager EASTERN UNITED STATES	Room 1201 680 Fifth Avenue New York, NY 10019	(212) 246-7143
Manager BOSTON OFFICE	263 Plaza The Prudential Center Boston, MA 02199	(617) 536-1730
Manager CINCINNATI OFFICE	Room 1010 Enquirer Building 617 Vine Street Cincinnati, OH 45202	(513) 421-5445
Manager CLEVELAND OFFICE	Winous-Point Building 1250 Euclid Avenue Cleveland, OH 44115	(216) 861-2559
Manager DETROIT OFFICE	Book Building 1257-1259 Washington Boulevard Detroit, MI 48226	(313) 963-8686
Manager NEW YORK OFFICE	680 Fifth Avenue New York, NY 10019	(212) 757-4917
Manager PHILADELPHIA OFFICE	Suite 305 Three Penn Center Philadelphia, PA 19102	(215) 563-3185
Manager PITTSBURGH OFFICE	1001-1003 Jenkins Arcade Liberty and Fifth Avenue Pittsburgh, PA 15222	(412) 391-2148
Manager ROCHESTER OFFICE	247 Midtown Plaza Rochester, NY 14604	(716) 325-3680
Manager WASHINGTON D.C. OFFICE	RCA Building 1725 K. Street Northwest Washington, DC 20006	(202) 223-2855
General Manager WESTERN UNITED STATES AND PACIFIC AREA	Suite 2300 Crocker Plaza 600 Market Street San Francisco, CA 94104	(415) 981-8517
Manager LOS ANGELES OFFICE	510 West 6th Street Los Angeles, CA 90014	(213) 622-1029
Manager MEXICO OFFICE	Servicio de Turismo del Canada Avenida Morelos 110-905 Mexico 6, D.F.	35-63-51
Manager SAN FRANCISCO OFFICE	Suite 2300 Crocker Plaza 600 Market Street San Francisco, CA 94104	(415) 981-8515

OFFICES	ADDRESSES	TELEPHONE
Manager SEATTLE OFFICE	Suite 1117 Plaza 600 600 Stewart Street Seattle, WA 98101	(206) 624-8341
Manager CHICAGO OFFICE	100 North LaSalle Street Chicago, IL 60602	(312) 782-3760
Manager MINNEAPOLIS OFFICE	124 South 7th Street Northstar Center Minneapolis, MN 55402	(612) 332-4314
Manager, South Pacific SYDNEY OFFICE	Fifth Floor 40 Martin Place Sydney, N.S.W., Australia	28-0527
Manager TOKYO OFFICE	Palace Building 10, 1-Chome, Marunouchi Chiyoda-ku Tokyo, Japan	211-8053
General Manager EUROPE	Room 326 Macdonald House One Grosvenor Square London, W1X 0AB, England	629 9492 (Area Code 01)
Administrative Officer EUROPE	Room 326 Macdonald House One Grosvenor Square London, W1X 0AB, England	629 9492 (Area Code 01)
Manager THE HAGUE OFFICE	Canadees Nationaal Verkeersbureau Kamer 40, Hofweg 3 The Hague, The Netherlands	070-65-93-63
Manager FRANKFURT OFFICE	Kanadisches Fremdenverkehrsamt 6 Frankfurt Biebergasse 6-10 City Centre Frankfurt, West Germany	28 01 57
Manager LONDON OFFICE	19 Cockspur Street London, S.W.1, England	930-0731 (Area Code 01)
Assistant Manager PARIS OFFICE	Office National du Tourisme Canadien 4, rue Scribe Paris IX, France	742-22-50



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